

## Message Text

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10

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 027680

R 130600Z JUN 75  
FM AMCONSUL ISTANBUL  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6143  
AMEMBASSY ANKAR

UNCLAS ISTANBUL 1840

EO 11652: NA  
TAGS: BEXP, TU  
SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 470/03/P0057
2. 061275
3. GEOFFREY OGDEN
4. 489 TURKEY
5. M
- 6A. REPLY TO --
- 6B. HASAN OZGEN
- 6C. HASAN OZGEN
- TAVILOGLU HUSEYIN HANI KAT 2
- KARAMUSTAFAPASA CAD.
- KARAKOY, ISTANBUL
7. CABLE OZDUR-ISTANBUL TEL 490178 & 447759
8. --
9. 101
10. DESCRIPTION
- 35595 55 - 0500

COMPLETE EQUIPMENT AND MACHINERY FOR PRODUCING 6,000 TONS NET GLASS FRIT PER YEAR. MACHINERY WILL INCLUDE ALL NECESSARY EQUIPMENT SUCH AS 4 ROTARY MELTERS, EACH WITH A 500 KG. MELTING CAPACITY; 2 CONTINUOUS MELTERS EACH WITH AN ANNUAL CAPACITY OF 2.5 TONS; RINSING RESERVIOR; DRYING VANES; CRANES AND SCALES ETC. COMPANY WILL DISCARD THOSE MACHINES AND APPURTENANCES WHICH CAN BE PROCURED LOCALLY. ALL NECESSARY MACHINERY AND COMPONENTS TO BE PROCURED FROM ABROAD IS PROJECTED TO BE PURCHASED FROM ONE

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SINGLE SUPPLIER. ABOUT 60 PCT OF RAW MATERIALS FOR THE GLASS FRIT TO

BE USED FOR ENAMELLING, SUCH AS TITANIUM OXIDE, BORAX, QUARTZ, METAL OXIDES AND SILICATES AND TIN-OXIDE WILL INITIALLY BE PROCURED FROM ABROAD. IN TIME, WITH THEIMPROVEMENT IN THE QUALITY OF LOCAL MATERIALS, THIS RATE WILL BE CONTINUOUSLY DIMINISHED.

MR. H. OZGEN, WHO IS THE ENTREPRENEUR IN THIS PROJECT OWNS EQUITY IN A PLANT WHICH MANUFACTURES ENAMELLED GAS STOVES, BATH TUBS, SINKS, KITCHENWARE. HE IS EAGER TO ENLIST THE PARTICIPATION OF AT LEAST 3 OR 4 MAJOR TURKISH FIRMS INVOLVED IN ENAMELLING ON PLATE. HE HAS ALREADY BEEN GRANTED CERTAIN INCENTIVES FROM THE TURKISH GOV'T FOR THIS PROJECT. MR. OGZEN IS ALSO INTERESTED IN SECURING A FOREIGN LOAN TO FINANCE A CERTAIN PORTION OF HIS OVERALL INVESTMENT CALCULATED AT TL 33 MISSION (\$1 - TL 14). AN AGREEMENT HAS ALREADY REPORTEDLY CONCLUDED WITH A U.K. FIRM WHICH WILL OFFER THE REQUIRED KNOW-HOW, TECHNICAL ASSISTANCE AND CONSULTING SERVICES FOR THIS PROJECT. INTERESTED U.S. SUPPLIERS WRITE TO MR. H. OZGEN DIRECTLY. MACE

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## Message Attributes

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